

Message Text

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ORIGIN AF-08

INFO OCT-01 ISO-00 EB-07 OPIC-03 COME-00 AID-05 TRSE-00

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FM SECSTATE WASHDC

TO AMEMBASSY NDJAMENA

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E.O. 11652: N/A

TAGS: EINV, BDIS, CD

SUBJECT: AGRICOLA CORPORATION

1. AGRICOLA REPRESENTATIVE LICHTENSTEIN CALLED AF/W OCTOBER 26 ON ANOTHER MATTER BUT PROVIDED AT COUNTRY OFFICER'S REQUEST STATUS REPORT ON AGRICOLA PROBLEM WITH CHADIAN GOVERNMENT.

2. LICHTENSTEIN SAID AGRICOLA HAS NOT GIVEN UP ON FINDING SOLUTION TO THE PROBLEM. HE NOTED THAT AGRICOLA WILL HAVE TO APPLY FOR COMPENSATION ON ITS OPIC POLICY, BUT DOES NOT FEEL THIS RULES OUT A POSSIBLE SETTLEMENT.

3. AGRICOLA REP THOUGHT THAT MATTER MIGHT BE WORKED OUT BY SYSTEM OF 1) PURCHASE BY AGRICOLA OF CHADIAN GOVERNMENT GUM ARABIC AT "REDUCED PRICES," AND 2) MARKETING OF THIS COMMODITY IN US BY AGRICOLA. IN PROCESS, AGRICOLA HOPEFULLY COULD "WORK ITS WAY BACK TO ITS INVESTMENT" IN CHAD.

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4. LICHTENSTEIN COMMENTED THAT HE WAS AWARE GOVERNMENT

OF CHAD NOW HAS SUBSTANTIAL QUANTITIES OF SMALL
PARTIC.E GUM ARABIC WHICH IT HAS NOT REPEAT NOT BEEN
ABLE TO MARKET SUCCESSFULLY IN EUROPE. AGRICOLA HAS
OBTAINED SAMPLES OF THIS GUM ARABIC AND BELIEVES IT
HAS EXCELLENT POTENTIAL MARKET IN US. KISSINGER

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